RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

October 18, 1996

RJR Account #194040
Ms. R. Fairbanks
FINKLE DIST., INC.

DECEMBER DORAL B2G1F / PROMOTION #601794

Dear Ruth:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as **120** skus of B2G1F sleeves (Item #515990) pack your December *Partners* display shipment to participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-22268	8	12300-16612	2
Light 100	12300-22264	8	12300-15212	2

Product / Premium Arrival:	November 18, 1996
Ship Date to Retail:	Week of: November 25, 1996
SKU CUBE:	1.0400
SKU WT (w/o Product):	4.0000 lbs
Retail Sales Offer per Sku:	20 units
Billing per Sku:	4 Savings Cartons
EFT $ Amount:	$2,793.42
Non-EFT $ Amount:	$N/A

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Source: https://www.industrydocuments.ucsf.edu/docs/jlym0000

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$224.00 (8 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Westenberger / 162303

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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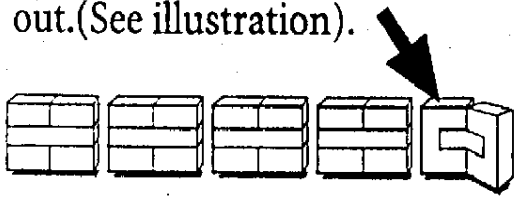
WHOLESALER PACKING INSTUCTIONS

VALUE-ADDED PROMOTIONS – 4TH QTR. '96

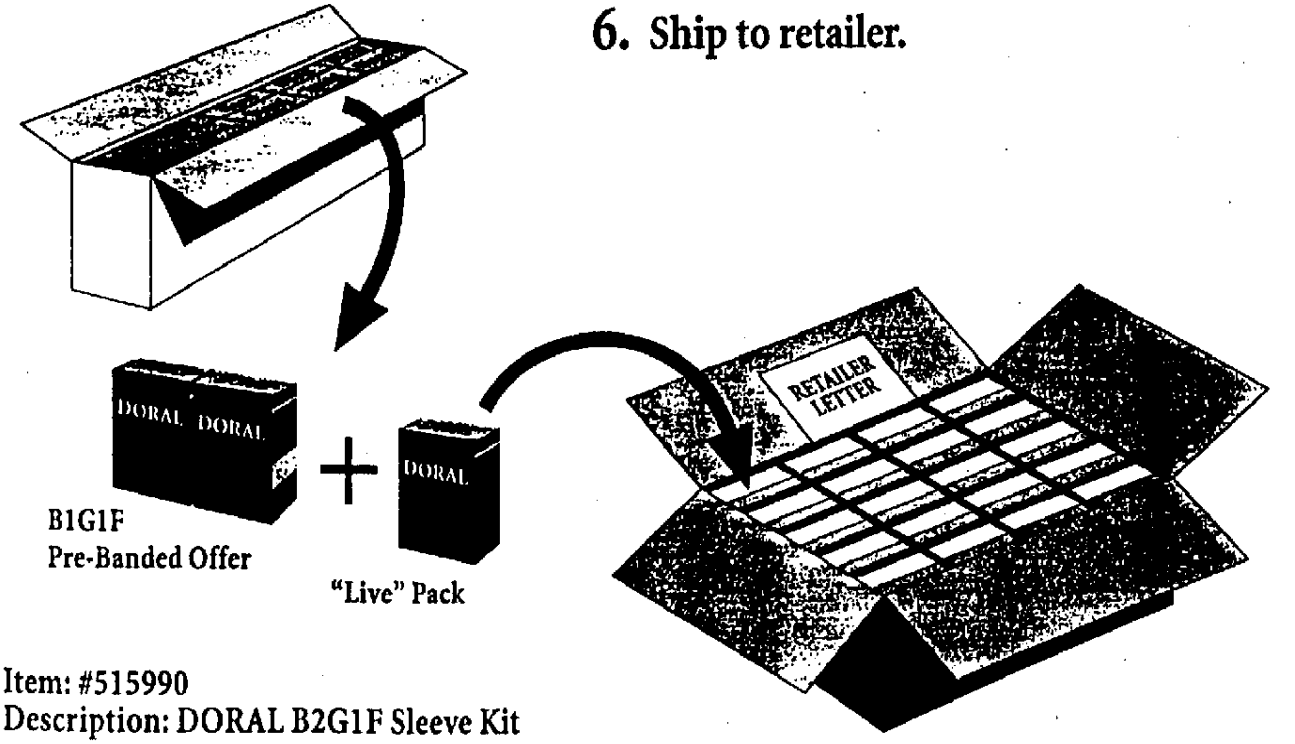
December DORAL National B2G1F (Buy 2 Packs Get 1 Pack Free)

Each white carton contains Five Prebanded 2-Pack B1G1F DORAL offers. Four offers are banded side-by-side. The fifth offer folds out.(See illustration).



STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve. (Each case contains 20 offers).
3. Add 1 "live" DORAL pack of same brand style to each offer.
4. Retailer Letter REMAINS in case.
5. Close the case.
6. Ship to retailer.



B1G1F
Pre-Banded Offer

"Live" Pack

Item: #515990
Description: DORAL B2G1F Sleeve Kit

Brand Style	ff Kg	Lt 100				
Number of Cartons	2	2				

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WHOLESALER: 194040 FINKLE DIST INC

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F
BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	177337	1622 03	MC PHAILS PHARMACY	179 MAIN ST	ONEONTA	NY		A 24	243
	269986	1622 04	SUNOCO #4004A	N MAIN & SECOND	ELMIRA	NY	0362-05-00	A 00	275
	515814	1622 04	SUNOCO #7473	48 DENISON PARKWAY	CORNING	NY	0362-05-00	A 00	157
	691794	1622 04	SUNOCO #7475	501 E WATER ST	ELMIRA	NY	0362-05-00	A 00	600
	764325	1622 04	ATLANTIC #4019A	1123 S MAIN ST	HORSEHEADS	NY	0362-05-00	A 00	145
	363861	1622 06	FT PLAIN NEWS	58 MAIN ST	FORT PLAIN	NY		A 12	195
959775	597204	1622 06	DOLGEVILLE NEWS	6 SO MAIN ST	DOLGEVILLE	NY		A 12	114
962225	762374	1622 06	TOWNE CRIER	148 N MAIN ST	HERKIMER	NY		A 12	140
	176271	1623 01	DAVE'S MARKET	ROUTE 43	STEPHENTOWN	NY		A 12	145
	338316	1623 01	KING FOODS	ROUTE 2	CROPSEYVILLE	NY	2682-00-00	A 00	155
	130731	1623 04	KING FOODS	BAY & QUAKER ROAD	GLENS FALLS	NY	2682-00-00	A 00	100
	175519	1623 04	BONFARE FN FD	2 SOUTH ST	BALLSTON SPA	NY		A 24	150
	176493	1623 04	SULLI'S MARKET	18-20 BROADWAY	SCHUYLERVILLE	NY		A 12	150
	176552	1623 04	DICK & JERRY'S	ROUTE 29 & ROUTE 27 KIMBALLS CORNER	GALWAY	NY		A 12	95
	176553	1623 04	VASELS STATION	ROUTE 29 RD 1	GALWAY	NY		A 12	120
906164	177013	1623 04	CHESTER MARKET	RIVERSIDE DRIVE	CHESTERTOWN	NY		A 24	200
	177091	1623 04	CORNER MARKET	TROUT LAKE ROAD ROUTE 9N	BOLTON LANDING	NY		A 01	50
	332960	1623 04	KING FUELS INC	QUAKER & DIX	QUEENSBURY	NY	2682-00-00	A 00	30
986356	362026	1623 04	BAILEY DELI & BAKERY	43 CANADA ST	LAKE GEORGE	NY		A 12	100
	450796	1623 04	WILTON MOBIL MART	216 BALLARD RD	GANSEVOORT	NY		A 12	80
	452987	1623 04	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FAL	NY		A 24	2000
	553883	1623 04	BONFARE FN FD	GEYSER ROAD	BALLSTON SPA	NY		A 24	184
	586076	1623 04	TIMAR'S ENTERPRISES	437 SARATOGA RD	SCOTIA	NY		A 12	279
	671281	1623 04	KING FUEL	910 NORTHERN DIRVE	TROY	NY	2682-00-00	A 00	140
	672761	1623 04	KING FUEL	RT. 50 & MARION AVEN	SARATOGA SPRINGS	NY	2682-00-00	A 00	
	689443	1623 04	MALTA MOBIL MART	CORNER RT 9 & RT 67	MALTA	NY		A 12	190
	701435	1623 04	BONFARE 493	RT. 67 & 521	MALTA	NY		A 12	100
	710270	1623 04	JOEY'S PLACE	112 CHAMPLAIN AVE	TICONDEROGA	NY		A 12	100
	722178	1623 04	THE STORE	139 MAIN ST	WARRENSBURG	NY		C 24	600
	766818	1623 04	LUZERNE MARKET	MAIN STREET	LAKE LUZERNE	NY		C 12	235
1031	767452	1623 04	BONFARE FN FD 51031	908 RIVER ST	TROY	NY		A 24	176
	767629	1623 04	KING FUELS	233 2ND AVE	TROY	NY	2682-00-00	A 00	124
	27186	1623 05	SAS SINGH AUTO SERV	2470 ALBANY ST	SCHENECTADY	NY		A 12	277
	130267	1623 05	REID HILL MOBIL	165 CHURCH ST	AMSTERDAM	NY		A 12	130
	130271	1623 05	CLYDES STOP N SHOP	WASHINGTON ST &PEARL	JOHNSTOWN	NY		A 12	85
	130283	1623 05	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY		C 24	1081
	130706	1623 05	GETTY 58716	ELMWOOD&EFULTON	GLOVERSVILLE	NY		A 12	95
	175803	1623 05	RENATO BAKERY	869 CRANE STREET	SCHENECTADY	NY		A 01	15
	177253	1623 05	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY		A 24	1160
	177257	1623 05	FRANKS MARKET	261 W FULTON ST	GLOVERSVILLE	NY		A 24	280
	177329	1623 05	VIOLYN SERV STATION	ROUTE 30	PERTH	NY		A 04	65
	287798	1623 05	PHILBROOKS MARKET	27 MAIN STREET	FULTONVILLE	NY		A 12	190
	343317	1623 05	KING FOODS 8605	1600 WESTERN AVE	ALBANY	NY	2682-00-00	A 00	150
	440243	1623 05	CONVENIENT CORNERIII	5 COMERIE AVENUE RT 30A & ROUTE 67	JOHNSTOWN	NY	3643-00-00	A 00	155
	472795	1623 05	MINI KWIK	ROUTE 30	AMSTERDAM	NY		A 24	250
	475233	1623 05	SMITTYS	201 W STATE ST	JOHNSTOWN	NY		A 01	60
	505907	1623 05	THE COUNTRY STORE	930 S SHORE RD	NORTHVILLE	NY		A 04	80

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WHOLESALER: 194040 FINKLE DIST INC

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F
BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	527957	1623 05	QIK PIK	2996 GUILDERLAND AVE	SCHENECTADY	NY		A 04	73
	528013	1623 05	ALBANY BEVERAGE	3899 CARMEN RD	SCHENECTADY	NY		A 12	105
	535459	1623 05	CALS GROCERY	9 S MELCHER ST	JOHNSTOWN	NY		A 12	105
	546784	1623 05	CONVENIENT CORNER II	ROUTE 30	BROADALBIN	NY	3643-00-00	A 12	210
	558185	1623 05	MINI KWIK	207 W FULTON ST	GLOVERSVILLE	NY		A 24	310
	565311	1623 05	UPTOWN BEVERAGE	1866 ALTAMONT AVE	SCHENECTADY	NY		A 24	280
	577317	1623 05	MARK COLONEY	D/B/A COLONEY SALES RD#2,BOX 2243, RT 30	NORTHVILLE	NY		A 12	170
	578453	1623 05	OZBAY SERVICE CENTER	1605 BROADWAY	SCHENECTADY	NY		A 24	485
	579941	1623 05	COUNTRY CUPBOARD	RT 5 SOUTH 1235 MAIN STREET	PATTERSONVILLE	NY		A 12	110
	589558	1623 05	BUHRMASTER INC.	204 N PERRY ST	JOHNSTOWN	NY		A 12	113
	619887	1623 05	BONFARE FN FD 51053	2009 BROADWAY	SCHENECTADY	NY		A 12	187
	619977	1623 05	COUNTRY FEED STORE	ROUTE 30 UPP MARKET	AMSTERDAM	NY		C 24	1650
	642209	1623 05	ERICA'S	82 WEST EIGHT AVE	GLOVERSVILLE	NY		A 12	88
	642210	1623 05	O'BRIEN VIDEO	60 1/2 ELMWOOD DR.	GLOVERSVILLE	NY		A 12	520
	669794	1623 05	MARIANVILLE LAKESIDE	8865 MARIANVILLE ROAD	PATTERSONVILLE	NY		A 04	84
	671274	1623 05	KING FUEL	ROUTE 67	MALTA	NY	2682-00-00	A 00	40
	671275	1623 05	KING FUEL	MILEPOST 153 & 190 BROOKVIEW AVENUE	GUILDERLAND	NY	2682-00-00	A 00	
	671276	1623 05	KING FUEL	MILEPOST 168 & 190	PATTERSONVILLE	NY	2682-00-00	A 00	50
	671277	1623 05	KING FUEL	MILEPOST 172 & 190	AMSTERDAM	NY	2682-00-00	A 00	50
	685831	1623 05	CITGO GAS STATION	3497 STATE ST	SCHENECTADY	NY		A 12	250
	700524	1623 05	JOHNSTOWN BEVERAGE	490 N PERRY ST	JOHNSTOWN	NY		A 12	100
	704359	1623 05	CARMEN GETTY	3300 CARMEN RD	SCHENECTADY	NY		A 12	130
	707764	1623 05	CROSSGATE SUNOCO	1611 WESTERN AVE	ALBANY	NY		A 01	
	767356	1623 05	FIVE CORNER ATLANTIC	378 MARIAVILLE RD	SCHENECTADY	NY		A 24	589
	767809	1623 05	NORTHVILLE ROBIN SER	MAIN & BRIDGE	NORTHVILLE	NY	3643-00-00	A 12	215
	22576	1623 06	SETTLER'S STORE	2185 HELDERBERGTRAIL	BERNE	NY		A 12	100
	175575	1623 06	DELMAR BEVERAGE CTR	242 DELAWARE AVE	DELMAR	NY		A 12	55
	175699	1623 06	HOERNING PHARMACY	HOPE PLAZA BOX 74-11	COXSACKIE	NY		A 24	322
	178371	1623 06	CORNER STORE	ROUTE 28 PO BOX 224	WEST HURLEY	NY		A 12	110
	241413	1623 06	KETCHUM'S GENERAL	RT 143 PO BOX 212	WESTERLO	NY		A 12	180
	432328	1623 06	DELMAR CONV EXPRESS	406 KENWOOD AVE	DELMAR	NY		A 01	60
964528	475192	1623 06	GETTY GAS	ROUTE 203 & ROUTE 66	CHATHAM	NY		A 12	180
949115	511554	1623 06	A&A EXTRA MART	190 2ND AVE	ALBANY	NY		A 12	80
	542554	1623 06	A-PLUS #60009F	1221 WESTERN AVE	ALBANY	NY	0362-01-02	A 24	210
	619956	1623 06	TABLE TALK THRIFTMKT	ROUTE 23B BOX 7T	HUDSON	NY		A 01	85
	658933	1623 06	KNOX COUNTRY STORE	RT 156	KNOX	NY		A 12	85
	660703	1623 06	DELAWARE & ELM MOBIL	594 DELAWARE AVE	DELMAR	NY		A 12	155
	693697	1623 06	GUJAR PETROLEUM	336 E CHESTER ST	KINGSTON	NY		A 12	103
	706812	1623 06	KARAN ENTERPRISES	52 HUDSON AVE	CHATHAM	NY		A 12	120
	721873	1623 06	MIDTOWN GROCERY	585 BROADWAY	KINGSTON	NY		A 01	300
	729858	1623 06	US MOBIL MART	788 HELDERBERG TRL	EAST BERNE	NY		A 04	80
	56313	1623 08	KING FOOD 8604	1529 CRESCENT RD	CLIFTON PARK	NY	2682-00-00	A 00	100
	56498	1623 08	KING FOODS	558 HOOSICK ST	TROY	NY	2682-00-00	A 00	72

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WHOLESALER: 194040 FINKLE DIST INC

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F
BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	175544	1623 08	CHAZANS PHARMACY	31 NEW SCOTLAND AVE	ALBANY	NY		A 12	210
	176021	1623 08	EMIL'S NEWS	99 WASHINGTON AVE	ALBANY	NY		A 12	105
	176073	1623 08	FRED TROMPS NEWSTAND	JUSTICE BUILDING	ALBANY	NY		A 01	50
	176137	1623 08	LISHAKILL MARKET	214 LISHAKILL RD	SCHENECTADY	NY		A 01	80
	176410	1623 08	S & M GROCERY	273 4TH ST	TROY	NY		A 01	60
	240242	1623 08	HOLMES & KUGLER	717 NOTT ST	SCHENECTADY	NY		A 24	430
	362019	1623 08	LARK ST NEWS & GROC	252 LARK ST	ALBANY	NY		A 12	170
	385765	1623 08	ALBANY NEWS & VARIET	396 CENTRAL AVE	ALBANY	NY		A 01	42
	484757	1623 08	WEVER MOBIL MART	75 HUDSON AVENUE	STILLWATER	NY		A 24	144
	597540	1623 08	A1 SUPPLIES	123 CENTRAL AVE	ALBANY	NY		A 12	200
	626474	1623 08	HOLMES & KUGLER	127 ERIE BLVD	SCHENECTADY	NY		A 24	600
	658803	1623 08	SAVEMORE DISCOUNT BE	1512 ROUTE 9	CLIFTON PARK	NY		A 12	300
	658840	1623 08	N&O CITGO	589 CENTRAL AVE	ALBANY	NY		A 12	101
	700333	1623 08	QUAIL STREET NEWS	122 QUAIL ST	ALBANY	NY		A 04	150
	705684	1623 08	NISKAYUNA MOBIL	1502 BALLTOWN RD	NISKAYUNA	NY		A 12	125
	712601	1623 08	ALBANY SUPER STORE	354 S PEARL ST	ALBANY	NY		A 12	100
	728378	1623 08	U S MOBIL MART	295 COLUMBIA TPKE	RENSSELAER	NY		A 12	110
	767584	1623 08	A-MART MERCHANDISE	746 PAWLING AVE	TROY	NY		C 24	580
	767857	1623 08	POWERS BONFARE 51028	389 TROY SCHENECTADY	LATHAM	NY		A 12	184
	685842	1623 09	CORNER STORE	RT. 209	STONE RIDGE	NY		A 24	200
	705374	1623 09	M&S MART, INC.	6337 RT. 209 & 42ND STREET	KERHONKSON	NY		A 12	
943266	444732	1636 05	MALWA CORPORATION	266 STATE ROUTE 55	LAGRANGEVILLE	NY		A 24	128
	701398	1636 05	GARCHA PETROLEUM CO	127 W MAIN ST	WAPPINGERS FLS	NY		A 12	115
	178609	1636 06	UNITED SMOKESHOP	2 E MARKET ST	RHINEBECK	NY		A 12	130

Total Accounts 114

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 12/09/96

ACCOUNT NUMBER: 194040 FINKLE DIST INC
VOUCHER NUMBER: 15335217 ROUTE 30
DATE WRITTEN: 12/09/96 MAYFIELD , NY 12117
STATUS: PAID
AMOUNT PAID: 224.00 SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	8.00	224.00

EXPLANATION: DEC DORAL B2G1F 601794 / 162303

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